

Message Text

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PAGE 01 SAN SA 01974 251543Z
ACTION EB-08

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FM AMEMBASSY SAN SALVADOR
TO SECSTATE WASHDC 7816
INFO USDOC WASHDC

UNCLAS SAN SALVADOR 1974

E.O. 11652: N/A
TAGS: BEXP, ES
SUBJECT: UNDER SECRETARIAL TASK FORCE ON U.S. FOOTWEAR:
CONTINUING IDENTIFICATION OF TRADE OPPORTUNITIES FOR LEATHER
SHOES AND BOOTS

UF: (A) STATE 45685, (B) STATE 078081

1. RESULTS OF PRELIMINARY MARKET RESEARCH INDICATE THAT BEGINNING
TWO YEARS AGO ALL LEATHER BOOTS AND OTHER FOOTWEAR WORN BY ARMED
FORCES AND FIRE DEPARTMENT PERSONNEL HAVE BEEN PRODUCED

LOCALLY IN A FACTORY OWNED BY GOES KNOWN AS MAESTRANZA DEL EJERCITO.
ANNUAL PRODUCTION AVERAGES 18,000-20,000 PAIRS, HOWEVER, TENDERS
FOR 4,000-5,000 PAIRS ARE OCCASIONALLY LET TO COVER SHORTFALLS
IN PRODUCTION.

2. POSTAL AND PRIVATE GUARD SERVICE PERSONNEL BUY FOOTWEAR
ON LOCAL MARKET. SEVERAL SALVADORAN AND CENTRAL AMERICAN
FIRMS MAKE FAIRLY HIGH QUALITY WORK SHOES. PROSPECTS FOR
IMPORTING LEATHER WORKSHOES FROM U.S. POOR DUE TO HIGH TARIFF
PROTECTION ACCORDED CENTRAL AMERICAN PRODUCERS AMOUNTING TO
\$8.00 PER KILO PLUS 40 PERCENT AD VALOREM FOB. SALES TO GOES
WOULD BE DUTY FREE.

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PAGE 02 SAN SA 01974 251543Z

3. ANSWERS TO SPECIFIC INQUIRIES LISTED PARAGRAPH 2 REFTL
B AS FOLLOWS:

A. YES, HOWEVER, QUOTE, MOSTLY FOR INFORMATIONAL PURPOSES,
UNQUOTE.

B. COL MANUEL ANTONIO BARRIENTOS

JEFE DEL DEPARTAMENTO DE FINANZAS
MINISTERIO DE DEFENSA
PALACIO NACIONAL, SAN ALVADOR, EL SALVADOR, C.Z.

C. BIDS SUBMITTED SHOULD INCLUDE ITEMIZED LIST OF FOOTWEAR
OFFERED, BRIEF DESCRIPTION AND UNIT PRICE QUOTED CIF SAN SALVADOR.

D. NO PURCHASES ANTICIPATED IN NEAR FUTURE.

4. NOTWITHSTANDING POOR PROSPECTS FOR U.S. EXPORTERS OF LEATHER
BOOTS AND WORKSHOES TO SALVADORAN MARKET DOCUMENTED ABOVE, POST
WILL MAINTAIN PERIODIC CONTACT WITH COL. BARRIENTOS AND ADVISE
DEPARTMENT OF ANY POTENTIAL TENDERS.
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Message Attributes

Automatic Decaptioning: X
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Channel Indicators: n/a
Current Classification: UNCLASSIFIED
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Draft Date: 25 apr 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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TAGS: BEXP, ES
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